

1. **Will the IRS have oral presentations for all Offerors and will the IRS provide feedback on deficient areas?**

Answer: No, IRS will not conduct oral presentations.

2. **As a certified, Small Business Hubzone concern submitting as a Prime Contractor, it is our understanding of the F.A.R. that we are not required to complete a Small Business Subcontracting Plan or a Small Disadvantaged Business Subcontracting plan. Please confirm.**

Answer: Small Business Subcontracting Plans are only required from large business concerns. Small business concerns, including HUBZone small business concerns, are not required to submit a subcontracting plan.

3. **Under Section L, Subfactor 1(d), the section states that “The Government reserves the right to consider all aspects of an Offeror’s performance history, but will attribute more significance to relevant work.” Further, it states that “Experience will be considered similar if: (a) (b) (c) and (d)”;** How will the criteria listed for relevant experience be used to provide a technical rating/score?

Answer: The more relevant the experience the more weight it will be given.

4. We have completed more than 30 lease acquisition transactions in multiple states. If the 30 “most similar in nature, magnitude and complexity” transactions have occurred in non-rural areas and in less than 15 states, will the Offeror still receive a technical rating/score or will the entire Offer be considered non-responsive and eliminated?

Answer: Less relevant experience will be evaluated; however, this acquisition is a best value trade-off process. Offerors with the most relevant experience will be considered more advantageous to the Government for this subfactor since the amount of risk to the Government is minimized..

5. **Factor 2 – Quality of Past Performance: Does the client data provided in Factor 1(d) (which includes client contact information) satisfy the necessary information for IRS to evaluate this factor? Or, is the Offeror to provide additional narratives for each client or a narrative for the 30 most relevant transactions?**

Answer: The subfactor 1(d) will be evaluated on the basis of how well the work was performed. Therefore, offerors have been requested to submit information such as points of contact and the telephone numbers under Factor Z.

6. Pursuant to Section J, Exhibit 15, 1. Lease Cost, please state your “Initial Negotiated Lease Price” assumption in order to determine “Final Lease Price”.

Answer: The purpose of Exhibit 15, is to evaluate lease proposals, not to evaluate brokers for this solicitation. Therefore, to answer the question, no assumption is applicable on our behalf because Exhibit 15 is a sample form to be used for lease evaluations

7. Amendment #1, Paragraph #13 “Questions and Responses...”, Question #5, you state that IRS considers “representing Lessors in negotiating government lease contracts” as relevant experience but not as relevant “federal government tenant representation”. When determining the relevant experience per Section M, Paragraph M.3, Factor 1, Subfactor (d) being “of the 30 lease acquisition transactions considered to be of similar size and complexity”, please clarify whether “representing Lessor’s in negotiating government lease contracts” will be evaluated as having more or less relevance than “private sector tenant representation”.

Answer: Representing Lessor's in negotiating government lease contracts is the same as private sector tenant representation.